

CUBE OF THE FUTURE

As Inside Sales continues to evolve and become the sales channel of choice, the AA-ISP has conducted research to better understand how Salespeople work more productively and efficiently in their office environment.

351 Teams Studied

Mix of Managers, Reps, & Executives

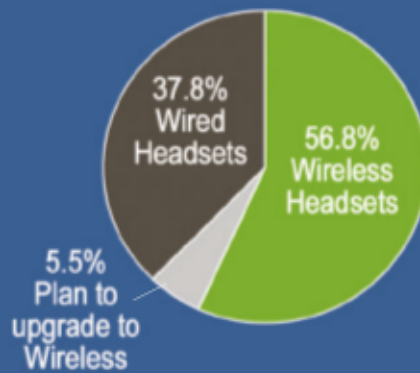
Revenues from <1M-100M+

WORKPLACE PRODUCTIVITY

Number of monitors used by Sales Reps



Types of Headsets Used



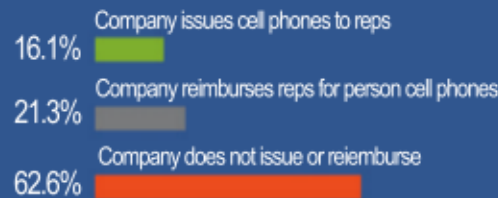
Computer Types Used



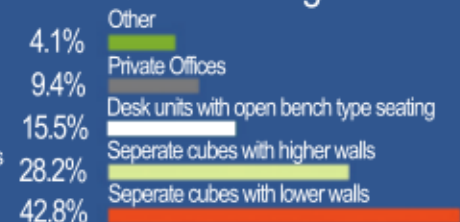
Use of Video in the Sales Process



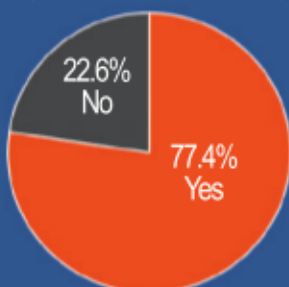
Use of Personal Cell Phones



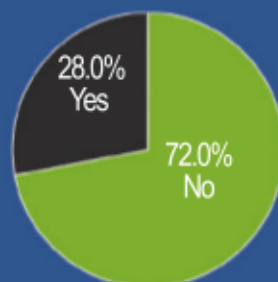
Cube & Office Configurations



Ergonomical Seating



Ergonomical Desks



Use of Gamification

